

Tuesday, Feb 5th.

DAILY TIMES FISH BUREAU.

To-day's Arrivals and Receipts.

Sch. Eliza B. Campbell, Grand Bank, 16,000 lbs. halibut.
Sch. Dawson City, shore, 300 lbs. fresh cod, 4000 lbs. haddock, 2000 lbs. hake.

To-day's Market.

Board of Trade prices: large handline Georges cod, \$3 3-4 per cwt., medium do., \$2 1-2; large trawl Georges, \$3 1-2, medium do., \$2 3-8; handline cod from deck caught east of Cape Sable, \$3 1-2; medium do., \$2 3-8; large trawl bank cod, \$2.75; medium do., \$2.25 large dory handline cod, \$2 7-8, medium do., \$2 3-8.

Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.

Bank halibut, 10 cents per pound for white and 8 cents for gray.

Frozen herring, \$3.50 per hundred weight.

Boston.

Feb. 5—Ar., sch. Mattakeset, 15,000 haddock, 1000 cod, 300 hake, 1000 pollock.

Sch. James S. Steele, 10,000 haddock 1000 cod, 1000 pollock.

Sch. Juniata, 10,000 haddock, 3000 cod, 2000 hake, 1000 pollock.

Sch. James G. Blaine, 15,000 haddock, 2000 cod.

Sch. Clara M. Littlefield, 15,000 haddock, 7000 cod.

Sch. Vesta, 400 haddock, 5500 cod.

Sch. Blanche, 30,000 haddock, 11,000 cod, 1000 cusk.

Sch. Procyon, 20,000 haddock, 6000 cod.

Sch. Navahoe, 22,000 haddock, 12,000 cod.

Haddock, \$3.55; large cod, \$5; market cod, \$4; pollock, \$3.85; hake, \$3.

Fishing Fleet Movements.

Capt. Adelbert Nickerson of sch. Eliza B. Campbell reports speaking schs. Alva and Arbitrator on Grand Bank.

Halibut Sales.

The fare of sch. Dictator sold to the New England Fish Co. at 10 cents per pound for white and 8 cents for gray, and that of sch. Eliza B. Campbell to the Atlantic Halibut Co. at the same prices.

Wednesday, Feb 6th.
DAILY TIMES FISH BUREAU.

To-day's Arrivals and Receipts.

Sch. Kentucky, La Have Bank, 5000 lbs. fresh cod, 30,000 lbs. haddock, 3000 lbs. hake, 2000 lbs. cusk.

Sch. James R. Clark, Cashes, 2000 lbs. fresh cod, 5000 lbs. haddock.

Sch. Joseph Warren, shore, 10,000 lbs. hake.

To-day's Market.

Board of Trade prices: large handline Georges cod, \$3 3-4 per cwt., medium do., \$2 1-2; large trawl Georges, \$3 1-2, medium do., \$2 3-8; handline cod from deck caught east of Cape Sable, \$3 1-2; medium do., \$2 3-8; large trawl bank cod, \$2.75; medium do., \$2.25 large dory handline cod, \$2 7-8, medium do., \$2 3-8.

Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.

Bank halibut, 10 cents per pound for white and 8 cents for gray.

Frozen herring, \$3.50 per hundred weight.

Boston.

Feb. 6—Ar., sch. Massasoit, 10,000 lbs. mixed fish.

Sch. Oliver F. Kilham, 4000 haddock, 2000 cod, 1000 hake, 1000 cusk.

Haddock, \$3.75 to \$4.25; large cod, markets, \$4 to \$4.50.

which got the craft in shore.

AT PROVINCETOWN.

Gale Very Heavy and Flounder Dredger Nearly Sunk by Boston Fisherman.

The gale was very heavy at Provincetown, where 50 trawlers and coasters were at anchor inside of Long Point.

The flounder dredger Little Jennie, 12 tons, narrowly escaped being run down and sunk by the fishing sch. Susie Hooper of Boston during the afternoon. The Jennie was under short sail with dredge overboard, at work off the Wood End, when the Hooper appeared astern, rapidly overhauling the smaller vessel. The men of the latter craft plainly saw the Hooper's helmsman and as the weather was fairly clear at the time, did not anticipate any danger. The latter attempted to pass to windward of the dredger, but her helm was again shifted, and but for cries of the dredger's crew would have struck the latter full astern, the larger vessel luffing just enough to clear.

Thursday, Feb 7th

DAILY TIMES FISH BUREAU.

To-day's Arrivals and Receipts.

Sch. Cynosure, shore.

Sch. Ella M. Doughty, shore.

Sch. Charles W. Parker, shore.

Sch. Mattie Brundage, Boston.

To-day's Market.

Board of Trade prices: large handline Georges cod, \$3 3-4 per cwt., medium do., \$2 1-2; large trawl Georges, \$3 1-2, medium do., \$2 3-8; handline cod from deck caught east of Cape Sable, \$3 1-2; medium do., \$2 3-8; large trawl bank cod, \$2.75; medium do., \$2.25 large dory handline cod, \$2 7-8, medium do., \$2 3-8.

Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.

Bank halibut, 10 cents per pound for white and 8 cents for gray.

Frozen herring, \$3.50 per hundred weight.

Boston.

Feb. 7—Ar., sch. Virginia, 1000 haddock, 57,000 cod, 1000 pollock.

Sch. James R. Clark, 2000 haddock, 4500 cod, 1000 hake, 1000 cusk.

Sch. Agnes, 28,000 haddock, 2000 cod.

Haddock \$2.90 to \$4, large cod, \$3.50 to \$5.25, market cod \$2.50 to \$1.50, hake \$3.75 pollock \$2 to \$3.

Big Stocks.

Sch. Mary G. Powers, Capt. Maurice Powers, heads the Boston fleet for 1900 with a gross stock of \$33,000. Sch. Lizzie Griffin, Capt. Dexter Malone, stocked \$30,500.

Sch. I. J. Merritt, Jr., of Provincetown, is credited to \$20,000 and sch. Mary P. Mosquita of this port with \$19,475 up to the time she was run down.

Sch. Caviare, Capt. Martin Guthrie, heads the boats from this port with a stock of \$25,000, and sch. Clara M. Littlefield, Capt. Cooney, of Rockport, stocked \$24,400.

Friday, Feb 8th,

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DAILY TIMES FISH BUREAU.

To-day's Arrivals and Receipts.

Sch. Joseph Warren, via Boston.

Vessels Sailed.

Sch. Loring B. Haskell, Boston.

Sch. Dawson City, haddocking.

Sch. Ella M. Doughty, haddocking.

Sch. Georgie Campbell, halibuting.

Sch. Dictator, halibuting.

Sch. Rigel, halibuting.

Sch. Niagara, halibuting.

To-day's Market.

Board of Trade prices: large handline Georges cod, \$3 3-4 per cwt., medium do., \$2 1-2; large trawl Georges, \$3 1-2, medium do., \$2 3-8; handline cod from deck caught east of Cape Sable, \$3 1-2; medium do., \$2 3-8; large trawl bank cod, \$2.75; medium do., \$2.25 large dory handline cod, \$2 7-8, medium do., \$2 3-8.

Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.

Bank halibut, 10 cents per pound for white and 8 cents for gray.

Frozen herring, \$3.50 per hundred weight.

Boston.

Feb. 8—Ar., sch. Agnes E. Downer, 8000 haddock, 2000 cod, 400 hake, 500 pollock.

Sch. Horace B. Parker, 35,000 haddock, 200 cod.

NO HERRING.

Twenty-one Vessels Empty at Placentia Bay.

No Herring Have Been Taken for Some Time.

The commissioners of cemeteries met Friday evening, and approved bills.

The committee on fuel and street lights met Friday evening, and voted to print 500 lighting schedule cards, and also approved bills.

The resolutions on the death of Queen Victoria, which have been prepared by Engineer H. W. Spooner, are nearly ready to be forwarded to King Edward and the town of Gloucester, Eng. Some few members of the city government have yet to sign the papers before they are fixed up and forwarded.

The frozen herring outlook is still discouraging. Recent telegrams say that no herring have been taken for over two weeks.

Twenty-one vessels are reported at Placentia Bay, N. F., with no herring. Schs. Hattie M. Graham, Nourmahal, Alice R. Lawson, Margaret, Harry G. French, Mystery, Meteor, Centennial, Oliver Wendell Holmes, Corsair, Eleazar Boynton, Edward S. Eveleth, Lizzie M. Stanwood, Sarah E. Lee, George F. Edmunds of this port; schs. Ada S. Babson and A. M. Nicholson of Bucksport, Bertha D. Nickerson and Carlton Bell of Boothbay, Sea Fox of Provincetown and Laurel of LaMoine, Me.

Among the other vessels are less than enough to make three cargoes.

Sch. Winona has opened her cargo of frozen herring at this port.

Sch. Ralph F. Hodgdon is bound home from Placentia Bay, N. F., with nearly a full cargo of frozen herring.

Sch. J. J. Flaherty, having completed the discharging of her cargo of herring, arrived at Vineyard Haven on Friday on her way home.

Saturday, Feb 23rd Thursday, Feb 7th

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DAILY TIMES FISH BUREAU.

To-day's Arrivals and Receipts.

Sch. Louisa Polleys, Georges, 6000 lbs. cod, 8000 lbs. halibut.
Sch. Pilgrim, Georges, 6000 lbs. cod, 6000 lbs. halibut.
Sch. Atalanta, Placentia Bay, N. F., 550 bbls. frozen herring.
Sch. Horace B. Parker, via Boston.
Sch. Indiana, via Boston.
Sch. Henry M. Stanley, via Boston.
Sch. Titania, via Boston.
Sch. Lucille, via Boston.
Sch. Winona, via Boston.
Sch. Olga, via Boston.
Sch. Ralph Russell, via Boston.

To-day's Market.

Board of Trade prices: large handline Georges cod, \$3.34 per cwt., medium do., \$2.12; large trawl Georges, \$3.12, medium do., \$2.38; handline cod from deck caught east of Cape Sable, \$3.12; medium do., \$2.38; large trawl bank cod, \$2.75; medium do., \$2.25 large dory handline cod, \$2.78, medium do., \$2.38.
Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.
Frozen herring, \$3.50 per hundred weight.

Boston.

Feb. 23—Ar., sch. Speculator, 30,000 haddock, 2000 cod.
Sch. Agnes V. Gleason, 40,000 haddock, 4000 cod.
Sch. Clara M. Littlefield, 4500 haddock.
Sch. Bertha M. Miller, 1000 haddock, 16,000 cod.
Sch. Samoset, 5000 haddock, 800 cod.
Sch. Emerald, 6200 cod.
Sch. Vesta, 6000 cod.
Sloop Defender, 4000 cod.
Sloop Klondike, 4000 cod.
Sch. Mertis H. Perry, 3500 cod.
Sch. Rose Staudish, 8000 cod.
Sch. Eliza M. Smith, 25,000 haddock, 12,000 cod, 2000 hake.
Sch. Lucy Devlin, 3000 cod.
Sch. Edward A. Rich, 25,000 haddock, 12,000 cod, 9000 cusk.
Sch. Caviare, 6000 haddock, 500 cod, 2000 cusk.
Sch. Agnes, 35,000 haddock, 1000 cod.
Sch. James G. Blaine, 28,000 haddock, 3000 cod.
Sch. Lizzie Griffin, 12,000 haddock, 2000 cod, 600 hake.
Sch. Maggie Sullivan, 30,000 haddock, 2000 cod.
Sch. Oliver F. Kilham, 8000 haddock, 1000 cod, 3000 hake.
Shore haddock \$3; off shore haddock, \$2.87 to \$2.75; large cod, \$3 to \$3.75; markets, \$2 to \$3; pollock, \$3; cusk, \$2 to \$2.75.

THE FISHERIES.

Subject of Capt. Collins' Address Before Business Men's Association.

ADVOCATES USE OF STEAMERS.

Advices Great Care of the Market Product.

Mr. President and Gentlemen:—It is exceedingly gratifying to me to have the opportunity to-night to speak to the business men of Gloucester. And my gratification will be much enhanced if I am able to present any facts or ideas that may prove advantageous to the interests of this city which has become famous throughout the world for the skill, courage and devotion that have characterized the prosecution of its leading industry.

Although I cannot claim nativity here, my affection for this old seaport is, I believe, equal to that of one to the manor born. I have always had the liveliest concern for the welfare and prosperity of the town. Nor is this remarkable. As a child I listened with open-mouthed wonder to

tales of adventures in its fisheries many decades ago. Subsequently I participated in these fisheries, and learned from personal experience the lesson they can impart. My children were born here, they still call Gloucester "home," and I am always glad to come here, if only for an hour, whenever circumstances make it practicable. Here memory takes me back to other days, here I never tire of wandering about the wharves, inspecting the latest additions to the fleet or looking into packing houses and noting any changes or improvements that have been made. Besides all this, it has been my privilege to assist in calling the attention of the world to this city and your industries, and the responsibility has fallen upon me, as you know, to stand as a representative of the Gloucester fishermen in countries beyond the sea. If I have proved worthy of the opportunity, if anything I have done has reflected honor upon them or has benefited them or the industries in which they are engaged, then I have occasion for gratitude that the privilege was mine.

But I would have been unmindful of the fisheries and unappreciative of the opportunities that came to me, had I neglected to seek information that might possibly prove helpful to those interests and industries with which your welfare is so closely associated, and the prosperity of which means so much to thousands of our coast populations.

We are living in an age of progress. The wonderful century that has so recently passed into history, with all its marvelous changes, has taught us that success in the century, upon which we have just entered, will come to those who are alert and observing, and who will avail themselves of all chances to improve their condition. We cannot safely rest contented with what we have attained to. This is especially true of industrial effort. We must choose between progress and decadence. What served yesterday will not suffice to-day. He who is engaged in industry, and especially in that which so largely affects the welfare of this city, is like one wandering in the intense cold of an arctic storm, he must keep moving; to stand still is to die.

Time will not permit a review of the past, tempting as the subject is. To-night we are not looking backward, but forward, and considering what may possibly be of advantage in the future. It is enough for our present purpose to know that Gloucester has met appalling disaster on many occasions with heroic fortitude, for when her vessels with their crews have been swallowed up in the treacherous sea, she has not faltered, but has built new fleets and other men have gone forward to fill the broken ranks. Not only this, but when competition, keen and unrelenting, drove deep-sea fishing fleets from nearly all other New England ports, leaving only ruined wharves and warehouses to awaken memories of the past, she clung to her ancient industry with a tenacity little short of marvellous.

So great has been her endurance and virility, that nowhere else, perhaps, may one look so hopefully for that development in sea fishery which is alike important to you and the nation. For it is indisputable that the successful continuance of ocean fishery is of the highest consequence to a nation that aspires to commercial or naval greatness.

It is impossible not to recognize the fact that it is like carrying coals to Newcastle for one to presume to offer in this presence any suggestions for the betterment of your fisheries, and I am not insensible to the responsibility incurred in attempting it. Still, having had exceptional opportunities to study the fisheries in other countries, and believing there is always room for improvement, I am encouraged to make the venture, feeling that my ardent desire for the success of your chief industry, will be sufficient excuse for thus trespassing on your time and patience.

Although the skies are somewhat brighter for the New England fisheries now than they have been for many years past, and there is reason for the inspiring smile of hope, still I am sure you are alive to the fact that Gloucester today faces conditions, from a business standpoint, that will demand all her skill, courage and determination to overcome. Even courage and hope have not sufficed to avert disaster in other ports, as you know, and there is reason to believe something else is needed here, in this great stronghold of New England's fisheries, if the success you desire and should attain is to be secured.

The question that is all important, and the one that should command your earnest attention is this: To what extent can you increase the demand for your products? And can you control events so that you will be called upon to supply your fair share of fish food to the eighty millions or more people now under the American flag?

About the middle of the last century, as I pointed out a few years ago, the New England fisheries prospered, and every harbor along the coast had its fleet. But that has changed. You stand face to face with new conditions.

The one thing that is vital to the success and continuance of the deep sea fishery is the obtaining of markets, or, what amounts to the same thing, the creation of an increased demand for your products. How shall this be done? Pardon me if I venture some suggestions.

Methods of fishing and marketing the catch which brought success in other days will no longer suffice, and they must be modified to suit present needs or be abandoned.

The needs and requirements of the consumer should be studied and catered to, wherever it is possible to obtain a new market or to increase the demand is an old one.

It is necessary to utilize the resources of fishery that are yours, and not let foreigners fill our markets with fish, with the odds of a heavy duty and ocean freight they have to pay in your favor, simply because you neglect to profit by the opportunities that are yours.

Endeavor to make the most of all secondary products, such as may ordinarily be thrown away, for every dollar thus secured is a clear gain to an industry. Profit by the experiences of others as far as possible whether in this or other countries.

I am not unmindful that you have been most progressive along some lines, and there is reason for pride and satisfaction that certain of your products are unexcelled, if not beyond competition. That very fact has sustained you through years of trial and general adversity to New England fisheries, and your fleets have sailed the seas and gathered harvests from the store houses of the deep when fishery has shriveled and died in other coast towns.

It is not enough, however, that your boneless cod challenge competition; that your salt mackerel, cured with the utmost care, are unexcelled; that your vessels bring from Newfoundland cargoes of frozen herring to supply cheap food for many thousands, or that your clipper schooners

are unrivalled as sailing craft in the fishing fleets of the world. The spirit of enterprise that has enabled you to accomplish so much along these lines should also enable you to achieve success in other directions, where much remains to be done.

The most noticeable feature of fishery today is the increasing demand for fresh fish, and in this field you have to contend with the keenest competition, and here you will find the hardest struggle, for you cannot afford to yield one inch of ground that may be held, however great the effort required to retain it. As I view it, this is really your battlefield for some years to come, and it is all important that you should win.

What you have to contend with are first the products of lake and river that are caught so near the interior markets that can be put upon the consumers' table in a few hours after they are caught. Thus, although they may lack the rich flavor of sea fish, they may be preferred to the latter, because they are generally in better condition.

Then you must compete against the fish of many varieties taken in pound nets, gill nets and seines along the coast from Texas to eastern Maine, and even in the Pacific and Canadian waters. These products, as you know, are put on swift trains or steamers and hurried to the markets, and a fish that gaily disported in its native element at morning may grace the table of the consumer at evening of the same day.

You need not be told what this means. If you are to maintain yourselves in this competitive struggle it is imperative that your cod, haddock and other fresh sea products should reach the consumer in the best possible condition, having in mind the circumstances of the fishery. If possible to prevent it, there never should be cause for them to suffer by comparison with fish from river to coast.

It goes without saying that in any attempt to achieve success in the fisheries, one of the most important factors is the establishment of a high reputation for the products you may have to dispose of. If the confidence of merchants and consumers can be secured and maintained, the demand for your goods will be enhanced, resulting in quick sales and increased prices. The importance of a reputation to a fishing port is beyond estimation, and no effort should be spared to establish and maintain it. Its advantage has never been demonstrated more fully than in the case of Aberdeen, Scotland. Seventeen years ago last summer, when I was at the Fisheries Exhibition in London, Aberdeen had only a limited fleet of sail boats, most of which were small sharp-ended luggers, that supplied the local market when they were not engaged in the herring fishery. Soon after it was determined to build fishing steamers and to participate in the deep sea market fishery. But the attempt to compete with Grimsby, Hull and other ports that had large fleets and corresponding control of trade, did not at first seem very encouraging, and no doubt many a wise head was wagged, and many a prediction was made that nothing less than failure would result.

Fortunately, those interested realized the great importance of establishing a reputation for their fish, and thus creating a market for their products that could always be relied on. Stringent rules regarding the care of fish were carried out, and the best evidence of their wisdom is found in the fact that they are still adhered to. Their observance has led to great success, and today Aberdeen is an important fishing port, with a fleet of 126 fishing steamers that cost about \$3,000,000 to build. When visiting Aberdeen in the fall of 1898 I was told that these vessels—at least those belonging to one company—were paying annual dividends of 40 to 50 per cent.

I was glad to have the opportunity to note the condition of the fish when landed, and to learn how they are cared for, for methods that had resulted in the creation

of a fleet in a few years that is worth much more than the entire fishing fleet of Massachusetts, can scarcely be considered unimportant.

The Aberdeensians have adopted the principle that the main thing they are working for is money, and experience has taught them that they get more of it by considering quality of their product of prime consequence. Thus the pens on their steamers are subdivided horizontally by shelves, and it is seldom that more than one tier of fish is put on a shelf. When landed, they are as bright and plump as if they had just been taken from the water. The consequence is that fish from that port never go begging for a market; they command the highest price and the industry thrives in consequence.

And what has been said of Aberdeen is substantially true of other fishing ports I visited. Think of Grimsby, with its fleet of 486 iron and steel fishing steamers, worth more than \$10,000,000, and all built within twenty years! Such an investment would never have been possible except for the fact that the producer gained the confidence of the consumer and has held it. It is my hope and expectation that the day is not far distant when Gloucester will also have a fleet worth many millions, when her prestige will exceed even that of which she is now justly proud, and when she will have availed herself of all the opportunities that are hers as a producer of sea food.

Associated with this question of marketing fresh fish in the best condition, is the employment of steamers. Here, as in Great Britain, you will find sailing vessels always suitable and less expensive for those branches of fishery—such as the bank cod fishery—where the products are salted or where speed regardless of wind is not essential.

But, realizing the necessities of the market fishery in particular, I ventured, more than a dozen years ago, to publish the following suggestion:

"If a swift and thoroughly seaworthy screw steamer—one that can keep the sea and make passage in heavy weather—can be built and operated at a comparatively moderate expense, there is reason to believe that such a vessel would prove successful in the market fishery north of Cape Cod."

Nothing that has occurred since that was written has caused me to change that opinion. Indeed, it has been strengthened and practically the same suggestion was renewed in the first report of the Massachusetts commission on inland fisheries and game, published after my appointment as chairman, near the close of 1899.

The abnormal stock of upwards of \$81,000 reported to have been made in the west coast halibut fishery by the steamer New England, in the winter of 1893-9, is doubtless known to many of you, and no Gloucester man is ignorant of the phenomenal stock of \$40,600, obtained by Capt Jacobs last summer in the auxiliary steam schooner Helen Miller Gould.

No one has a right to expect too much. Invested interests have to be considered, and wisdom may hesitate to rush headlong into any new enterprise, however promising. But the examples cited will have their influence, the leaven of progress is working, and, although I agree with Senator Hoar that prophecy is not an exact science, it seems to me that the ultimate outcome is as certain as anything can be that has not already been accomplished. Sooner than any of us may now anticipate steamers may be making trips to and from the fishing banks with wonderful regularity; they may be fishing in weather when it would not be prudent to go out in a dory and the days of piling fresh fish in bulk five or six feet deep, or punching them full of holes with pitchforks, may have passed.

Pending this, is it too much to hope that the fishermen will appreciate the advantage to themselves of using the greatest care in handling fresh fish; that the condition of the products will be con-

sidered by dealers in fixing the price, and that all will realize that ultimate prosperity must depend on quality rather than on quantity?

I am confident you are on the alert to see that no one forestalls you in supplying the fish-eating populations of our newly acquired insular possessions. It is true the Philippines may not for some time be fully available to you, but ultimately those islands should furnish a fine market for fishery products such as you can furnish, and no doubt you will do your part, when the proper time comes, to demonstrate that "trade follows the flag."

We import annually herring to the amount of more than two million dollars. The herring that came from Europe in 1898, were invoiced at an average price of about \$10 per barrel, which would be a fair price for mackerel. We have as good herring in the waters available to our fishermen as the sea affords, and they can be obtained in quantities to make their capture very profitable at a less price than European herring sell for in our markets.

You may say "our herring will not sell at any such price." I know it, and we both know the reason. It is simply a question of care, and the reputation resulting therefrom. The Europeans have recognized that fact, and for centuries have been striving to create and maintain a reputation for their herring. We have neglected this species, or, looking upon it as a cheap variety of food, have heretofore failed to recognize the importance of curing it in the best manner. The reputation of American cured herring is secondary—however good the fish were when taken—and they sell at a low price.

It is true that such a reputation clings closer than a brother, but Gloucester cannot longer afford to allow it to be merited. Let others do what they will, it behooves you as men desiring your own and your city's welfare to do everything in your power to maintain and increase the esteem for the fish products that go out from your port. It is a menace to the welfare of your city not to do this. For whatever elevates the standard of your goods redounds to the general welfare, while all are more or less injured by anything that has the opposite effect.

Permit me to suggest that you set a high standard for herring. You have men in your fishing fleet, or can get them, who understand the best method of cure. Avail yourselves of all knowledge or help; neglect nothing, however trivial, that will contribute to success, and as the Israelites of old went in "to occupy the land" that had been promised them, so you should exert yourselves to go in and occupy the markets that are your birthright, and which it is increasingly important that you should control.

I am told that your fishermen object to catching herring in summer, that they even will not save them if taken in a mackerel seine; also that it is necessary to have "cheap fish" for the poor.

Once teach the fisherman that it is profitable to catch herring and there will be enough to engage in the fishery for them. As to cheap fish there will always be enough of that kind. Gloucester can be satisfied to aim high and get the cream of the fish trade; she will be untrue to herself if she is contented with anything else. Furnish the cheap fish if you will, but do not forget to furnish those also that will give you the largest returns. Capture as much of that two-million dollar trade as you can, and hold the other, too, that you now have.

Allow me to say a word about cod-roe—one of your secondary products that has largely or wholly gone to waste in recent years. Realizing that it is possible to create a large demand for this in France, and to obtain remunerative prices if the roe is properly cured and carefully handled, I have been to some trouble to assist in establishing trade relations between Gloucester and parties in France. This has been a labor of love with me, and if it results in any benefit to the fishing interests

I will feel amply repaid.

Permit, however, one word of advice. You have to compete in this trade with the Norwegians, who fully appreciate its importance, and consequently take great pains in curing and packing roe, obtaining thereby a much higher price than has ever been secured for the American product. The reason is that our fishermen have been somewhat indifferent, if not utterly neglectful, about the care of roe, and apparently did not realize that its value is decreased or ruined by being handled with pitchforks, or in any way that results in breaking the ovarian sacs.

The markets of the world cannot be controlled with poor or second-class goods, and the success that Americans have met with along other lines, both in our own and in foreign markets, is due to the fact that they have produced the best material and have carefully studied the needs of the people whom they desired to supply.

I am familiar with many of the difficulties that stand in your way, but surely the business men of Gloucester are not without influence with the fishermen who man their vessels, and your welfare and their's demands that your influence shall be felt, so that all concerned may work harmoniously together for the common good. Think nothing insignificant or unworthy your attention, if it will add even a little to the income from fishery, and especially if it has the possibility of development.

In Grimsby there is a company constituted chiefly of vessel owners, which was originally formed for supplying the fleet with coal and salt, and tanning nets and sails. Organized about twenty years ago, it has gradually taken on the manufacture of various materials required in the fisheries, until now it produces nearly everything needed by a fisherman for himself or his vessel. It is a long step from a pair of socks or mittens for the sea toiler to a first-class engine or boiler for a steam fishing vessel, or equipment for the galley stove. When I say the business of this company in 1898, amounted to more than \$2,000,000, you will have a better idea of what the industry means to Grimsby in furnishing employment to its citizens, and especially to the widows and daughters of fishermen, while, at the same time, this organization of fishery capitalists enables them to reap the profits from manufacturing the materials required, and no doubt results in a harmony of feeling and action in the ordinary conduct of their business that otherwise might not obtain. Is it not possible that something like this can be accomplished here in the not distant future?

In studying the fisheries of Europe I have been struck with the fact that nearly every country prominent in fishery has so-called fishery schools, that, as a rule, are supported by the local or general government. Some of these schools teach boys all that they are supposed to require in the fishery industry, from making or repairing a net to navigating a vessel. Much attention is also given to the preparation of fish products, and especially with reference to certain markets, or the utilization of waste or secondary products. Norway is particularly active along this line, and a gentleman of large experience in the fish trade is continuously employed as an expert in studying the markets of other countries and obtaining all sorts of information which may prove beneficial to the fishing industry of his country.

I personally witnessed many of the experiments in preparing fish products in Norway and partook of them, and I also gained some knowledge of the scope and practical application of their work. Because of this, it is a matter of regret to me that we have nothing of the kind in this country. We have numerous fish commissions, it is true—the national fish commission at Washington, and a fish and game commission in nearly every one of the states of the Union. I will cheerfully concede they are doing good work along the lines in which they are operating. But, although we may heartily commend fish-cultural effort, and may appreciate what science is doing in deep-sea

exploration and the determination of new species, or may see the value of statistics that are gathered, still there remains a wide field unoccupied, wherein there is room for large results, if science can be applied to some of the practical questions that the welfare of the fisheries require to be solved. I speak of the matter as one with rather large experience in fish commission work, although of course the reference is made unofficially, for the reason (if for no other) that the Commission of the State, with which I have the honor to be connected, as you know, is a commission on Inland Fisheries and Game, and by a strict construction, might be considered legally incompetent to deal with questions pertaining to the deep-sea fisheries, whatever their needs may be. I may, however, be permitted to hope that the day will come when the governments of both nation and state will deem it not unwise to attempt something of this kind, although I would advise against waiting for it, and feel it is better, for the present at least, to rely upon self-help and that kind of strenuousness that so well befits a brave old port that for two and a half centuries has never flinched in the face of peril or disaster, whether it was the result of war or the destructive elements of nature.

You have acquitted yourselves like men Gloucester has much to be proud of. Like the ancient Venetians you have builded better than you knew. If you have not reaped millions from watered stock, your constancy and courage are known to all the world. And it is my earnest hope that success may ever attend the fleets that sail forth from your harbor, and that, for the century upon the threshold of which we stand, and for succeeding centuries, Gloucester, like a veritable queen of the sea, may look proudly forth from her granite hills, that she crowns so gracefully upon the fleets coming in from the sea and laying at her feet the ocean treasures that have been gathered by her fearless sea toilers, in actual defiance of storm or calm. May her sons regard her with pride and affection, and account it a privilege to have shared in her glories or misfortunes, and from this day forth may the sun of prosperity shine upon her, and bring her to that proud estate that she should occupy as the great fishing port of a great nation.

Monday, Feb. 25

DAILY TIMES FISH BUREAU.

10-day's Arrivals and Receipts.

Sch. Vigilant, LaHave Bank, 10,000 lbs. fresh cod, 60,000 lbs. haddock, 10,000 lbs. cusk.
Sch. Harvester, LaHave Bank, 7000 lbs. fresh cod, 50,000 lbs. haddock.
Sch. Marsala, LaHave Bank, 10,000 lbs. fresh cod, 45,000 lbs. haddock.
Sch. Helen G. Wells, LaHave Bank, 8000 lbs. fresh cod, 50,000 lbs. haddock, 7000 lbs. cusk.
Sch. Estelle S. Nunan, shore, 1000 lbs. fresh cod, 4000 lbs. haddock.
Sch. Joseph Warren, shore, 1000 lbs. fresh cod, 4000 lbs. haddock.
Sch. Agnes V. Gleason, via Boston.
Sch. J. W. Lufkin, via Boston.

To-day's Market.

Board of Trade prices: large headline Georges cod, \$3.34 per cwt., medium do., \$2.12; large trawl Georges, \$3.12, medium do., \$2.38; headline cod from deck caught east of Cape Sable, \$3.12; medium do., \$2.38; large trawl bank cod, \$2.75; medium do., \$2.25 large dory headline cod, \$2.78, medium do., \$2.38.

Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.

Frozen herring, \$3.50 per hundred weight.

Off shore large cod \$3.25, market cod \$2, haddock \$2, cusk \$2.

Boston.

Feb. 25—Ar. sch. Julia Costa, 40,000 fresh fish.
Sch. Cynosure, 21,000 fresh fish.
Sch. Bertha M. Bailey, 10,000 fresh fish.
Sch. Two Forty, 9000 fresh fish.
Sch. New England, 35,000 fresh fish.
Sch. Lettie G. Howard, 12,000 fresh fish.
Sch. Mary Cabral, 7000 fresh fish.
Sch. Elsie F. Rowe, 8000 fresh fish.
Sch. Maud S., 12,000 fresh fish.
Sch. Addison Center, 12,000 fresh fish.
Sch. A. S. Caswell, 50,000 fresh fish.
Sch. Albert Geiger, 9000 fresh fish.
Sch. Juniata, 43,000 fresh fish.
Sch. Thomas Brundage, 16,000 fresh fish.
Sch. Margaret Mather, 60,000 fresh fish.
Sch. Hiram Lowell, 50,000 fresh fish.
Sch. Joseph W. Lufkin, 70,000 fresh fish.
Sch. Jessie, 2000 fresh fish.
Sch. Acacia, 2000 fresh fish.
Sch. Braganza, 50,000 fresh fish.
Sch. Boyd and Leeds, 20,000 fresh fish.
Sch. Rigel, 35,000 fresh fish.
Sch. Edna Perry, 5000 fresh fish.
Sch. Frances Whalen, 65,000 fish.
Sch. Livonia, 14,000 fresh fish.
Sch. Evelyn L. Smith, 4000 fresh fish.
Sch. Grace Darling, 15,000 fresh fish.
Sch. Mattakesett, 25,000 fresh fish.
Sch. Ellen F. Gleason, 45,000 fresh fish.
Sch. Ella M. Doughty, 18,000 fresh fish.
Sch. Almeida, 17,000 fresh fish.
Sch. Richard Lester, 13,000 fresh fish.
Sch. Viking, 7000 fresh fish.
Sch. A. C. Newhall, 5000 fresh fish.
Sch. Sylvia M. Nunan, 15,000 fresh fish.

Rockport.

Feb. 24—The boats landed 6000 pounds of fresh fish here to-day.

Something Like It.

The Gloucester Fresh Fish Co. is handling four large trips here to-day, and it looks like business around the wharf. There is no reason why it should not have been this way all winter. Manager Livingstone would have been only too glad to have had the fish, so also would the other dealers here, and it would have been better all around.